



MOHAMMAD TURKI ALOTAIBI

CxO executive

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📍 Saudi Arabia

Business Builder

Digital savvy

Thought Leader

Visionary executive recognized for building and scaling businesses through digital innovation and progressive leadership. As Vice President of Shared Services for SenseTime MEA, I drive operational excellence, strategic transformation, and innovation in the region's rapidly advancing AI sector.

Previously, as Managing Director for Saudi Arabia and Regional Sales Leader for Saudi Arabia, Kuwait, and Bahrain with Orange Business Services, I led transformative growth and strategic expansion across multiple high-potential markets. My experience also includes serving as Vice President of Sales for Public and Enterprise Sectors at Ericsson LM, where I championed high-impact partnerships and elevated national performance.

My versatility spans general management, shared services, procurement, IT, government relations, and sales strategy—empowering organizations to thrive amid complexity and seize new opportunities in technology-driven environments.

Renowned for fostering high-performing teams and architecting agile business frameworks, I cultivate a culture of innovation and champion digital transformation. Throughout my career, senior leaders have consistently regarded me as a trusted advisor—valuing my judgment, strategic insight, and ability to help organizations accelerate growth and efficiency in competitive environments.

If you share a passion for transforming digital ambition into business results, let's connect.

EXPERIENCES

Regional VP Shared Services

SenseTime MEA - Since May 2021 - Full-time - Riyadh - Saudi Arabia



- Responsible of managing strategy and establishing Shared Services sector including functions IT, Procurement & Supply Chain Management, Facility Management, Administration Management and Government Affairs.
- Leading Shared Services Sector. Report to CEO of SenseTime MEA.

Managing Director

Orange Business Services - 2017 to February 2021 - Full-time - Riyadh - Saudi Arabia



- Country Manager and Regional Sales Director at Orange Business Services for Saudi Arabia.
- As country manager, I manage the entire business for Saudi Arabia and country operations for legal Entity orange business Arabia LCC.
- As regional sales director for Saudi Arabia, Kuwait and Bahrain, I lead the sales team toward achieving corporate objectives, sustainable profitable growth, and customer success and satisfaction.

VP Sales - Public & Enterprise

ERICSSON AB - 2015 to 2017 - Full-time - Saudi Arabia



- Leading Public and Enterprise sector for Saudi Arabia and CxO relationships and actively contributing to securing short and long-term profitable business growth
- Member of Ericsson Saudi country unit leadership team, member of Ericsson Industry & Society Middle East and Africa leadership team.
- Focus on the following verticals safety & security, utilities, transport, and smart cities.

SKILLS

General Management

- Country Management
- Shared Services
- Governance, Risk, & Compliance
- Information Technology
- SCM & Procurement
- Facility Management

Strategy & Growth

- Vision & Objectives setting
- Vision Realization
- Growth Planning
- Partnering & Outsourcing

Steering & Governance

- Stakeholders Management
- Escalation Handling
- Change Management
- Financial & Progress Reporting

Business Leadership

- Targeted Market selection
- Go-to-Market Planning
- Stakeholders Management
- Business Development
- Account Management

People Leadership

- 160+ Employees
- 300+ Off-shore team
- Managed diversified teams

Country Director, IT & Cloud

Ericsson AB - 2012 to 2014 - Full-time - Saudi Arabia



- Lead Business line Unit of IT & Cloud for Saudi Arabia. P/L Accountable for E2E sales and delivery OSS, BSS, Systems Integration, IT & Consulting service lines.
- Managing multi-layer organization (160+employee) & (300+ Off-shore)

Member of Ericsson Saudi country unit leadership team, member of Ericsson OSS/BSS, Cloud & Consultancy & Systems Integration Middle East and Africa leadership team

Sr. Account Manager

Ericsson AB - 2007 to 2012 - Full-time - Saudi Arabia



IT and Telecom Sales and Consultancy professional with wealth experiences in mega deals and extensive knowledge in Saudi Market in general and specifically IT solutions and VAS services. Fostering relationship with executives and create unique value proposition to meet business challenges and accelerate growth strategies with proven track records of achievements and success.

Project/Program Director

Ericsson AB - 2005 to 2007 - Full-time - Saudi Arabia



Enthusiastic and result oriented customer project manager (PMP® certified)/program Director, with strong record in the field of ICT solutions and VAS services, successfully delivered various complexity type of projects/programs covering Access/core/VAS and OSS/BSS consultancy and IT domains.

Business Analyst/Project Manager

Royal Commission for Jubail & Yanbu - 2003 to 2005



Lead financial module – Enterprise Resource Planning Project (ERP), Manage Document Management System Project (DMS), Lead change management (CM) activates to adapt ERP Project for national wide transformation program (Safeer).

Lead Software Engineer

Raytheon - 1998 to 2003 - Full-time - Saudi Arabia



Responsible for designing and developing applications and critical real-time systems, Include OJT in California, USA, conducting software engineering, and UNIX.

EDUCATION

MBA

THE UNIVERSITY OF HULL

2001 to 2003

Master of Business Administration

Bachelor's Degree (BSc.)

KING SAUD UNIVERSITY

1994 to 1998

Computer Sciences & Information Systems

Executive Leadership Program

INSEAD

2020 to 2021

Digital Leadership Program

Organization Leadership

- Right Shoring
- Resource Management
- Virtual team Management
- Processes management
- Business Excellence

Professional Services

- Consultancy & Advisory Services
- Digital Transformation
- Systems & Solutions Integrations
- Managed Services
- IT Outsourcing & ADM/MSI

Technologies & Solutions

- Artificial Intelligence
- Smart Solutions (Cities, Spaces...etc.)
- Cloud Computing & DC
- Business Applications
- Cyber Security
- Telecommunications

Industries & verticals

- Telecommunications
- Public Sector
- Smart Cities
- Energy & Utilities
- Healthcare
- Transportations
- Education
- Public Safety & Defense

INTERESTS

Literature

Business & Bibliography Reading

Travel

Culture and People